Headquarters U.S. Air Force

Integrity - Service - Excellence

Defense Enterprise Accounting and Management System (DEAMS)
Industry Day

2 Feb 04

U.S. AIR FORCE

Welcome & Administrative Details

Chart 2

Agenda

U.S. AIR FORCE

12:00 – 12:15	Welcome/Administration Details	Mr. Olgeaty DEAMS USTRANSCOM Increment Program Manager
12:15 – 12:30	Guest Keynote Speaker	Mr. Gustafson Deputy Asst. Secretary Financial Management (Financial Operations)
12:30 – 1:45	Introduction to DEAMS/Requirements Scope	Mr. Senn DEAMS Functional Program Manager
1:45 – 2:00	BREAK	
2:00 – 3:00	Acquisition Strategy Alternatives	Dick Honneywell DEAMS Acquisition Program Manager
3:00 – 5:00	Industry Feedback/Questions and Answers	Team ~~Government Team Only~~
5:00 – 5:15	BREAK	
5:15 – 5:45	Wrap-up Session	

Chart 3

Participation

- **Two-Way information interchange between the Government & Industry imperative**

- **<u>Active</u> participation required - *Benefits all parties***
  - **Understanding of emerging Government requirements**
  - **Feedback on feasibility and approach**

Chart 4

Rules of Engagement

- **Sign-In Sheet is at the entrance**

- **Questions**
  - **Industry Day** - Questions submitted on 3X5 cards. These will be addressed today during Q&A
    - Pass all questions to end of isles for collection
    - Answers to questions will be given by briefer, program manager or contracting officer
      - Questions not answered here will be posted on HERBB
      - All Questions and Answers will be posted on the HERBB
  - **After Industry Day** - ALL QUESTIONS/Point Papers shall be submitted by email to the DEAMS Contracting Officer Ms. Lucy Castel (lucila.castel@wpafb.af.mil) and copy to Ms. Pam Jergens (pamela.jergens@wpafb.af.mil)

- **No One-on-One Conversations planned for this session**

Chart 5

Familiarization Demonstrations

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TIME	3-Feb TUE	4-Feb WED
0700-0800	COTS A Setup	COTS C Setup
0800-1000	**Familiarization Demonstration COTS - A**	**Familiarization Demonstration - COTS C**
1000-1015	Break	Break
1015-1215	**COTS A Cont.**	**COTS C Cont.**
1215-1315	Gov't Lunch & COTS - B Setup	Gov't Lunch & COTS - D Setup
1315-1515	**Familiarization Demonstration - COTS - B**	**Familiarization Demonstration - COTS - D**
1515-1530	Break	Break
1530-1730	**COTS B Cont.**	**COTS D Cont.**

Please return for scheduled Familiarization Demonstrations tomorrow - same room

Rules: 1. Demonstrations are not being Evaluated
**   2. All questions go through Contracting Officer.**

Chart 6

CONFLICT OF INTEREST

- **Potential Conflict of Interest exists for Advisory and Assistance Services (A&AS) Support Contractors**

- **If your company provides Program Office support to the overall DEAMS acquisition or requirements, you are <u>not eligible</u> for any DEAMS work throughout the life of the DEAMS contract; either as a prime contractor or subcontractor.**

Chart 7

Headquarters U.S. Air Force

Integrity - Service - Excellence

Introduction to DEAMS/Requirements Scope

**Mr John Senn
DEAMS Functional Program Manager**

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Headquarters U.S. Air Force

I n t e g r i t y - S e r v i c e - E x c e l l e n c e

DEAMS Acquisition Strategy Alternatives

**Mr. Richard Honneywell
Director, Financial Information SPO,
DEAMS Acquisition Program Manager**

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Overview

- ❑ **DEAMS Scope/Increments**
- ❑ **System Migration Plan**
- ❑ **Pre-award Key Risks**
- ❑ **What Are We Buying**
- ❑ **Market Research**
- ❑ **Strategy Options**
- ❑ **Contracting Options**
- ❑ **Schedule Objectives**
- ❑ **Discussion/Feedback Points**

Chart 10
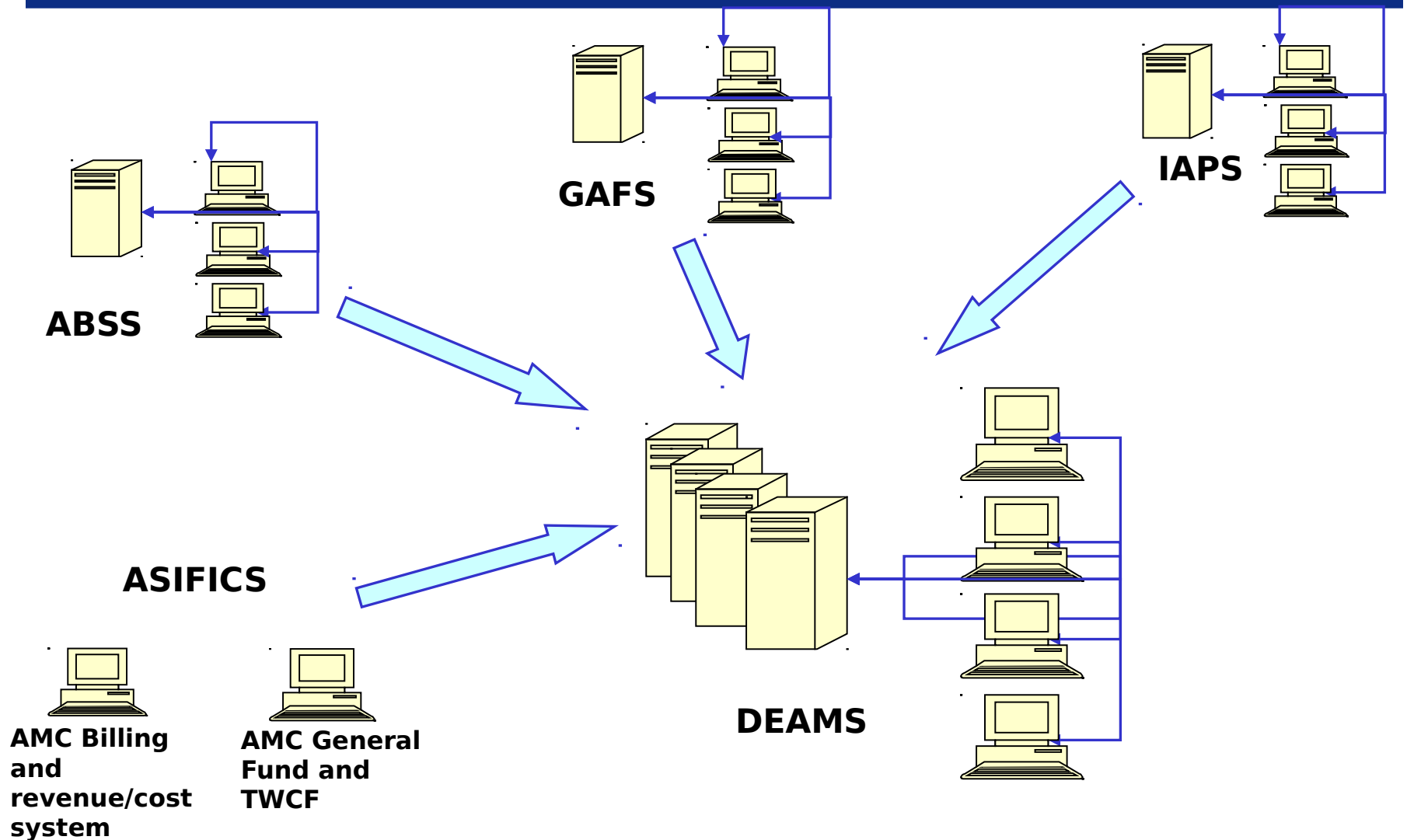
DEAMS Scope/Increments

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- ❑ **DEAMS capability deployed via incremental deliveries**
  - ❑ **Increment 1 - Pilot**
    - ❑ HQ USTRANSCOM
    - ❑ HQ Air Mobility Command (AMC)
    - ❑ Scott AFB Base Tenants
  - ❑ **Increment 2**
    - ❑ Military Surface Deployment & Distribution Command (MSDDC)
    - ❑ Military Sealift Command (MSC)
    - ❑ Remaining AMC Bases
  - ❑ **Increment 3**
    - ❑ AF MAJCOMS/HAF/SAF
  - ❑ **Future Increments**
    - ❑ Other DoD Agencies

Chart 11

System Migration Plan

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GAFS

IAPS

ABSS

ASIFICS

DEAMS

AMC Billing and revenue/cost system

AMC General Fund and TWCF

Chart 12

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Key Risk	Mitigation
COTS Functionality	■ **COTS selection leads source selection process** ■ **Users integrated into COTS selection process** ■ **Utilize Fly-off (Conference Room Pilot) with FITGAP analysis**
Single Integrator across DOD	■ **Qualify multiple integrator teams with functional domain expertise practiced in selected COTS** ■ **Competitive awards for post USTRANSCOM implementations**
Enterprise Configuration Control	■ **Enterprise Support Services awarded with COTS** ■ **Maintain library of reusable components and Functionality** ■ **Provide configuration control,data standards and enterprise architecture standards across integrators**
Decision Cycle Time	■ **Streamline decision process to delay Milestone decision to conclusion of Increment 1**

Chart 13

Terminology Changes

- **Enterprise Integrator (EI) – Enterprise Support Service**
- **Extended Service Provider (ESP) – Integrator**
- **Conference Room Pilot – Fly Off**

Chart 14

DEAMS Requirements
"What are we buying?"

- ❑ **COTS Software**
  - ❑ **Licenses with maintenance support agreements**
  - ❑ **Enterprise Support Services**
    - ❑ **Configuration Documentation Coordination/Control**
    - ❑ **Data Standards**
    - ❑ **Architecture Standards**

- ❑ **Integrator Team Services**
  - ❑ **Requirements documentation/BPR analysis**
  - ❑ **Integration architecture**
  - ❑ **COTS configuration**
  - ❑ **Custom coding (As Required)**
  - ❑ **Development and Production Hardware**
  - ❑ **Change management**
  - ❑ **Deployment/Transition**
  - ❑ **Maintenance/Sustainment/Help Desk**

Chart 15

Market Research Activities

- **Market Research accomplished to identify:**
  - **JFMIP certified COTS**
  - **Industry capabilities for Enterprise support services**
  - **Qualified COTS Integrators – "Black Belts"**

- **Industry Day: 2 Feb 2004**
  - **Industry and Government Dialogue**

- **Familiarization Demonstrations: 3 – 5 Feb 2004**
  - **Familiarize Gov't with "art of the possible"**

- **Industry Workshop: week of 16 Feb 04**
  - **Collaborative Approach**
  - **Validate Acquisition Approach**
  - **Identify Joint Risks/Mitigation Planning**

Chart 16

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Strategy Option A

❑ **USTRANSCOM and DOD Scope**

❑ **Two Source Selections**

    ❑ **COTS/Enterprise Support Services**

    ❑ **Up to 5 Integrator teams**

Strategy Option B

❑ **USTRANSCOM and DOD Scope**

❑ **Single Source Selection for COTS Team**

    ❑ **COTS/ Enterprise Support Services**

    ❑ **Minimum of 3-5 Integrator teams**

Chart 17

Strategy Option – A

- ❑ **Best Value Source Selections**
- ❑ **Source selection considers:**

  COTS/Enterprise Support Services
  - ❑ **COTS Technical Proposal**
    - ❑ **Orals/Demos based on Gov't provided scenario**
      - ❑ COTS solution/package described
      - ❑ Enterprise Support Services approach
  - ❑ **Past performance**
  - ❑ **Price Proposal**
  - ❑ **SSA Awards two contracts for COTS Fly-off and options for follow-on performance**

  Integrator Services
  - ❑ **Past performance**
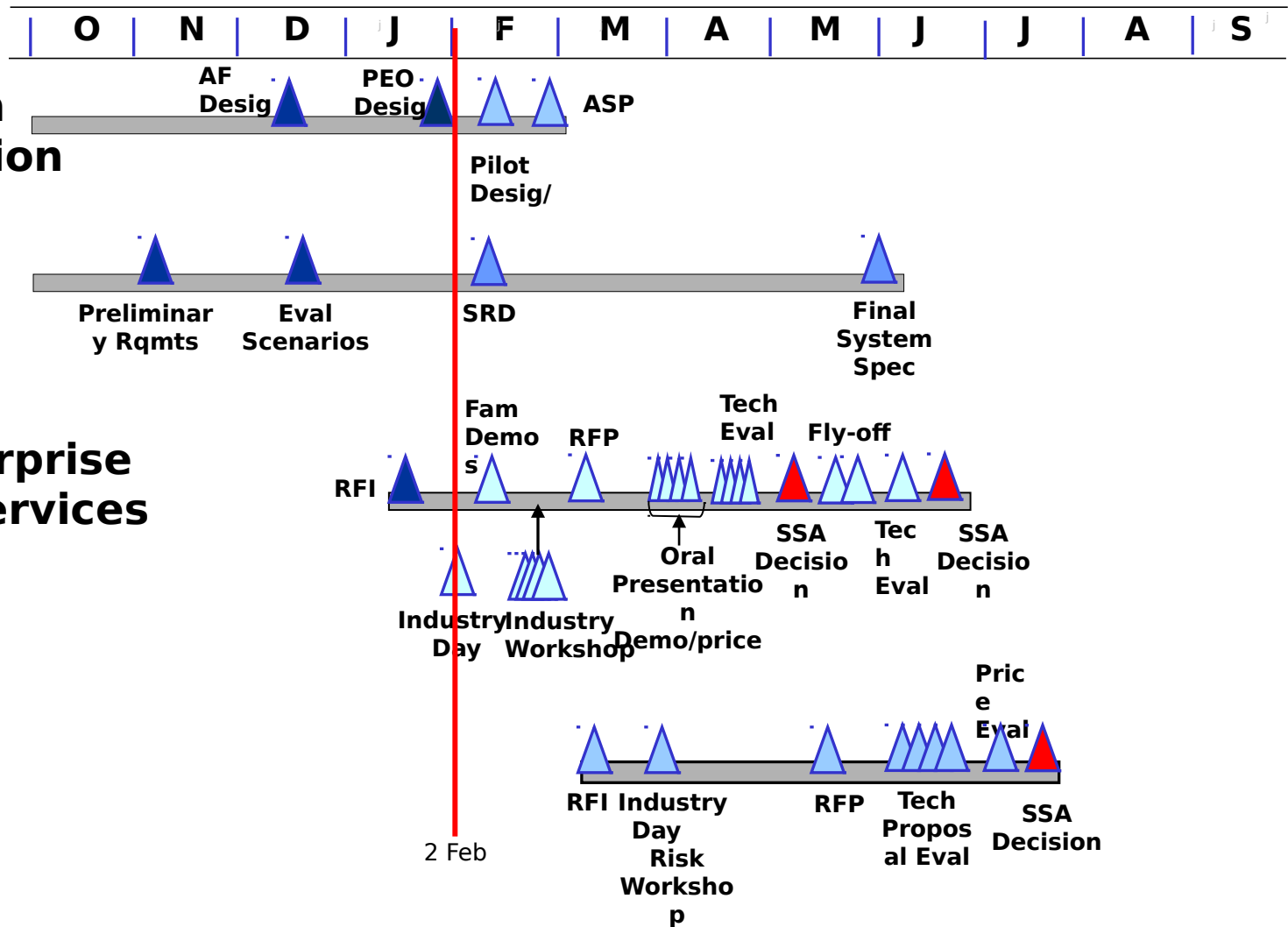 - ❑ **Technical Proposal**
  - ❑ **Price Proposal**

Chart 18

Strategy Option - A

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| O | N | D | J | F | M | A | M | J | J | A | S |

Acquisition Authorization

- AF Desig
- PEO Desig
- ASP
- Pilot Desig/

Requirements

- Preliminary Rqmts
- Eval Scenarios
- SRD
- Final System Spec

COTS/Enterprise Support Services

- RFI
- Fam Demos
- RFP
- Tech Eval
- Fly-off
- Oral Presentation Demo/price
- SSA Decision
- Tech Eval
- SSA Decision
- Industry Day
- Industry Workshop

Integrator Services

- RFI
- Industry Day Risk Workshop
- RFP
- Tech Proposal Eval
- Price Eval
- SSA Decision

2 Feb

Chart 19

Strategy Option – B

- ❑ **Best Value Source Selection**
- ❑ **Prime COTS Contractor**
  - ❑ **COTS Licenses**
  - ❑ **Enterprise Support Services**
  - ❑ **3-5 Integrator teams**
- ❑ **Source selection considers:**
  - ❑ **Past performance**
  - ❑ **Technical Proposal**
    - ❑ **Orals/Demos eliminated**
    - ❑ **COTS solution/package described**
    - ❑ **Enterprise Support Services approach**
    - ❑ **Integrator team approach for 3-5 qualified integrator teams**
  - ❑ **Fly-off (Conference Room Pilot) conducted within source selection**
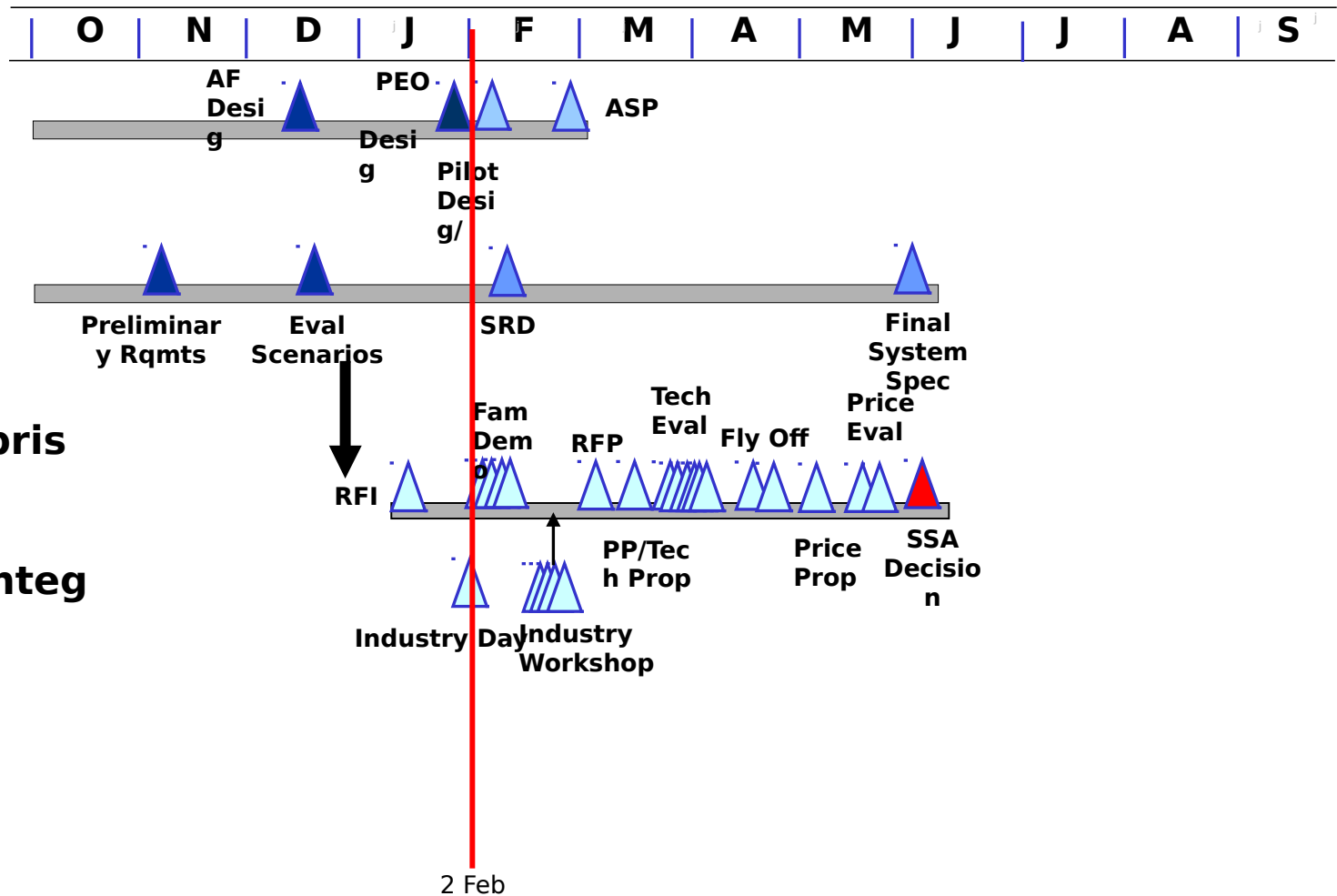 - ❑ **Price Proposal**

Chart 20

Strategy Option - B

Chart 21

Contracting Options

Strategy Option - A

- **Single COTS Licenses/Enterprise Support Services**
  - **New 5 year Contract or utilize DOD Enterprise Contract**
  - **Far Part 12**
- **Up to 5 Service Contracts for Integrator Teams**
  - **New IDIQ Contract or utilize Enterprise IT Acquisition Contract**
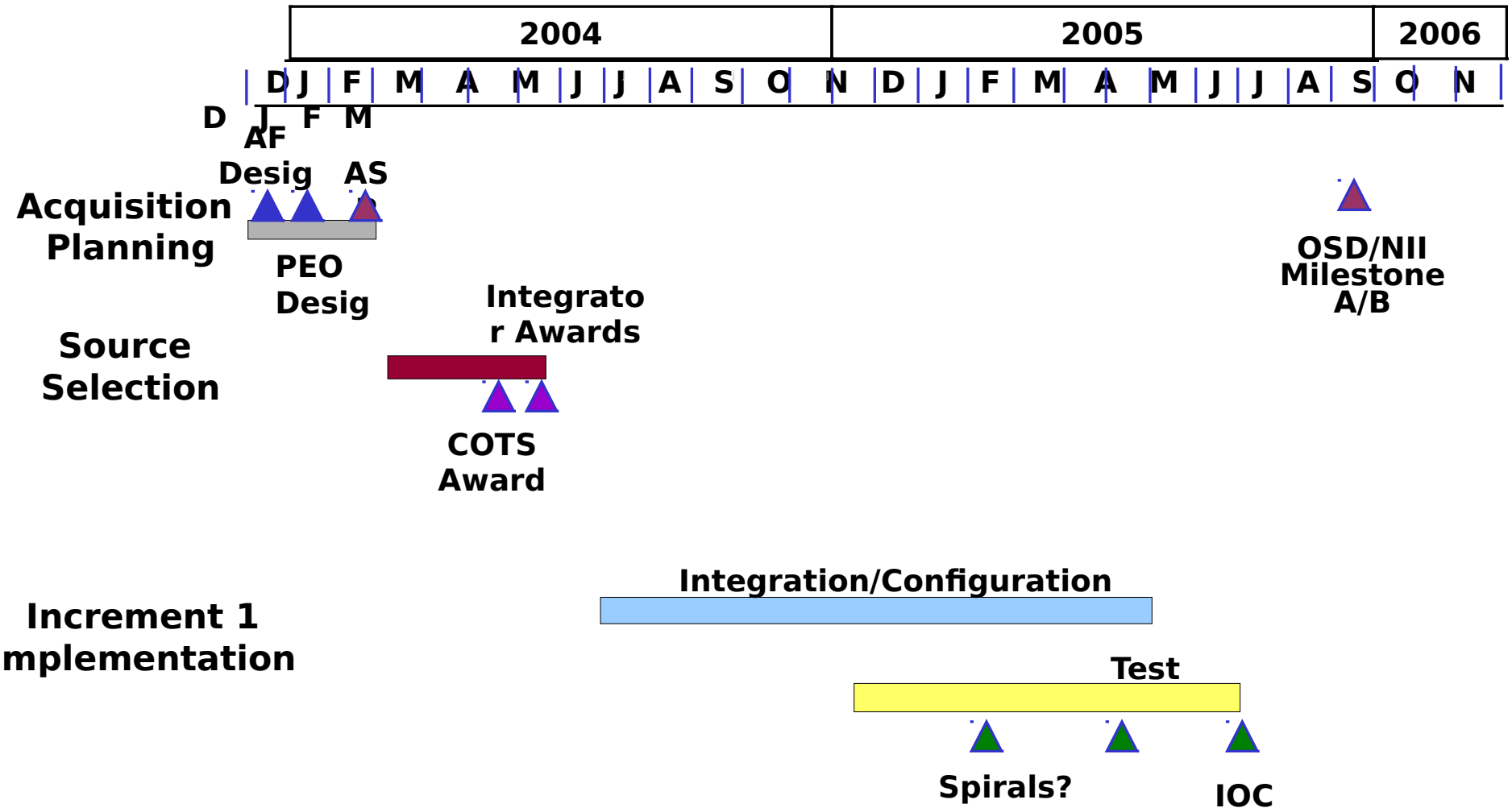   - **Incentive**
    - **FAR Part 15**

Strategy Option – B

- **Single COTS Licenses/Enterprise Support Services/3- 5 Integrator Teams**
  - **New 5 year Contract**
  - **Incentive**

Chart 22

Schedule Objectives

	2004	2005	2006
	D J F M A M J J A S O N	D J F M A M J J A S O N	

Acquisition Planning

D J F M
AF Desig
AS
PEO Desig

OSD/NII Milestone A/B

Source Selection

Integrator Awards
COTS Award

Increment 1 Implementation

Integration/Configuration
Test
Spirals?
IOC

Chart 23

Discussion/Feedback Points

❑ **Additional key acquisition risks?**

❑ **Potential for Functional capability spiral definition within increments?**

❑ **Risk of strategy options on traditional industry business models?**

❑ **Assessment of schedule risk for IOC?**

❑ **Other?**

Accept white papers by 13 Feb 04 addressing these issues

- **NTE 10 pages, single side, 12 pt Arial type**
- **White Paper contents remain company proprietary**

Chart 24

Way Ahead

- ❑ **Executive Steering Group – 30 Jan 04**
    - ❑ **Key stakeholder feedback**
- ❑ **Industry Day – 2 Feb 04**
    - ❑ **Industry feedback**

- ❑ **Industry Workshop – Mid Feb 04**
- ❑ **ASP – EOM Feb 04**
    - ❑ **Pending OSD designation of USTRANSCOM as pilot with deferral of Milestone A/B**

Chart 25